

Mohammad Khalil

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Profile

A Senior Director and Operations Executive driving success in corporate catering environments, with rapid-growth expectations. Achieving sales growth in revenues and marginal contributions. An instigator of innovation with unwavering determination to grow and successfully operate to budget expectations. I contribute my success to teamwork & ethical leadership, influence change through building great talent. I plan diligently, monetize opportunities, and execute relentlessly.

Experience

Director of Operations & Development (Catering and Retail)

International Food Concepts W.L.L. (September 2018 – Current)

Taking full responsibilities of the catering division and retail division with revenue over 600 Million Qatari Riyals (\$164 M), working within budgeted guidelines and monitoring all expenses.

Successfully planned and mobilized the takeover of 15000 Mondays Camp on October 7, 2018 with contract value close to 75 Million Qatari Riyals (\$21 M) annually.

- P & L responsibility for the region
- Ensured adherence to Government regulations
- Developed processes & procedures
- Growth strategy
- Employee recruitment
- Operational audits
- create innovative food concepts
- Hard and soft FM
- Client relationship development
- Contract Retention
- New business opportunities

Director of Operations MEANA Region

Steak n Shake International, New York, USA (December 2013 – July 2018)

Responsible for the development of 250 stores in the Region

- Focus on strategic planning and growth strategy
- Ensure that our partners achieve maximum ROI
- Client relationship development
- Identifying new business opportunities
- Focus on strategic planning and goal setting
- Manage profitable restaurants
- Design and implement a marketing brand strategy
- Enabling year over year growth
- Developing and expanding franchise network in MEANA Region

Director of Food Services

National Drilling Company, Abu Dhabi, UAE (April 2011 – December 2013)

Taking full responsibilities for all the food services operations in Abu Dhabi with a budget over 400 Million Dirhams (\$109 M) working within budgeted guidelines.

- Successfully executing Food Safety and Management Systems
- Initiated the new Kitchens to feed more than 9000 people
- Established new Food Service Outlets
- Hard and soft FM
- Measured staff performance
- Managing NDC Private Club Houses
- Ensured adherence to Government regulations relating to the food service operations

Director of Food Service Operations & Development (Catering and Retail)

Spinneys LLC, Abu Dhabi, UAE (November 2009 – March 2011)

Taking full responsibilities of the Food Services Division in the UAE with revenue over 250 Million dirhams (\$65m). Involved in New Central Kitchen designs and implementation of all aspects and dealing with all kitchen suppliers. Established new Food Service Outlets (Casual Dining) for the company within the first year of joining for higher end clients.

- P & L responsibility for the region
- Ensured adherence to Government regulations
- Developed processes & procedures
- Employee recruitment
- Operational audits
- Facility management of camps
- Client relationship development
- Maintained effective health, safety, and environment standards

Senior Director of Operations

National Corporation for Tourism and Hotels, Abu Dhabi, UAE (April 2004 – November 2009)

Taking full responsibilities for more than 45 food services operations in Abu Dhabi and Al Ain with revenue over 380 Million dirhams (\$104 M), working within budgeted guidelines and monitoring all expenses.

- P & L responsibility of all the locations
- Managed all HR activities
- Operational audits
- Management system implementation
- Client Relationship Development
- Contracts Retention
- Hard and soft FM
- Ensured adherence to Government regulations
- Developing processes and procedures
- Managing ADMA Club
- Keeping close tabs on market dynamics and competitor activities

Business General Manager – Franchise Developments (Catering and Retail)

MKM Commercial Group – Wafi Gourmet, Dubai, UAE (January 2002 – March 2004)

Appointed to drive the end-to-end implementation of an in-house "Ready to Eat" food brand, as well as managing sales and marketing, planning procedures, budgets, retail of luxury products, and business development of the franchise in the Gulf Region and Europe.

- Successfully launched various retail stores in The Region
- Spearheaded the inception of the Fresh Food section
Managed logistics, budget, pricing, profitability, and marketing activities
- Full P & L responsibility for the region
- Employee recruitment
- HSE System Management and reporting
- Conducted regional performance reviews
- Spearheaded market studies to identify competitors

General Manager – Franchise Development (Catering and Retail)

MAF Group – Fauchon UAE, Dubai, UAE (December 1998 – December 2001)

Took full responsibility of sales, marketing, retail, food and beverage, annual budgets, training manuals of all staff locally and internationally and business development of the franchise in the Gulf Region

- Successfully introduced luxury retail stores and catering concepts to the Gulf Region
- The first stores were made outside of Paris in Dubai, Qatar, and Saudi
- Managed and trained all operations of staff locally and internationally
- Identifying new business opportunities in the region
- Provided support to all business outlets in the region
- assisted in the recruitment and training of staff
- Conceptualised efficient and streamlined supply chains for the entire network,
- Developed and maintained relationships with key industry contacts
- Performed market analysis, business performance assessments, and other in-depth KPIs

Director of Food & Beverages

Ras Al Khaimah Hotel and Resort, Ras Al Khaimah, UAE (September 1996 – December 1998)

Managed and directed daily operations and success of the hotel food and beverage outlets/kitchen and Banquets/Catering service set up and execution.

- Launched a casual dining outlet offering International cuisine,
- New wedding halls to accommodate more than 3000 people for Male/Female
- Launched Coffee Shop Concepts,
- Launched Pool BBQ corner
- multi-unit outlets,
- outside catering division and a central kitchen
- Full P & L responsibility of F & B Department
- Food & Beverage annual revenue over 78 million dirhams (\$20 M)
- Growth strategy
- Client relationship
- Maintained food & beverage costs under budget
- HSE System management and reporting

Catering Manager

Spinneys Catering LLC, Luton, UK (September 1991 – July 1996)

- Supervised assistant managers and department heads
- Controlled multi-unit outlets and outside catering division
- Met all budget goals
- Ensured the quality standards for food production and service
- Met with clients, planning and pricing of special catered events
- Supervised, scheduled and trained assistant managers and department heads
- Managed and mobilised major projects

Education

BSc in Hotel and Institutional Management (October 1988 - June 1991)

University of Wales, Cardiff U.K.

Master of Arts -MA in Food Service (Oct 92 – June 94)

Ashford University, London, United Kingdom

Membership

HCIMA – Hotel & Catering International Management Association

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Languages

English (Native) & Arabic (Fluent)

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Interests

Reading -world affairs, excellent cook, travelling and daily sports activities

References

Available upon request